

## Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 10611 221707Z  
ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 CU-04 /024 W  
-----038734 230542Z /21

R 221545Z JUL 77  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 161  
AMEMBASSY BELGRADE

UNCLAS MOSCOW 10611

FOR BEWT/TDAD (STECHSCHULTE)

FOR BEWT/USSR (HEISS)

BELGRADE FOR CSCE DEL.

E.O. 11652: N/A  
TAGS: BEXP  
SUBJECT: OPENING OF CHAMBER OF COMMERCE EXHIBIT  
KHIMFARMINDUSTRIA '77

1. COMMOFFS ATTENDED OPENING OF SOVIET CHAMBER OF COMMERCE  
SPECIALIZED EXHIBITION "KHIMFARMINDUSTRIA" AT SOKOLNIKI PARK JULY  
20. THEME OF EXHIBITION, WHICH WILL RUN THROUGH JULY 31, IS EQUIP-  
MENT AND APARATUS FOR PHARMACEUTICAL PRODUCTION AND QUALITY CONTROL.  
WHILE FAIR AMOUNT OF PRODUCTION AND CONTROL EQUIPMENT SUCH AS  
BOTTLERS, ENCAPSULATORS WERE ON DISPLAY, HIGH PROPORTION OF EQUIP-  
MENT SHOWN WAS LABORATORY INSTRUMENTS SUCH AS LIQUID SPECTROMETERS  
AND CENTRIFUGES AND MANY EXHIBITORS FEATURED INSTRUMENTS FOR  
MEDICAL ANALYSIS AND TREATMENT.

2. IN CONTRAST TO RAILWAY '77 EXHIBITION WHERE SOVIET DISPLAY  
IMPRESSIVE AND BY FAR THE LARGEST, KHIMFARMINDUSTRIA HAS NOT A  
SINGLE EAST BLOC EXHIBITOR. OF OVER 80 FIRMS TAKING PART GERMANS  
AND ITALIANS OCCUPY ABOUT 25 BOOTHS EACH WHILE U.S. COMPANIES  
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PAGE 02 MOSCOW 10611 221707Z

ARE IN THIRD PLACE WITH 9 STANDS. AMERICAN PARTICIPANTS INCLUDE  
TECHNICON, PERKIN ELMER, MILLIPORE, SEARLE NUCLEAR, LABORATORY  
DATA CONTROL, DUPONT/SORVAL, MILES LABORATORIES, DIMES GROUP AND  
DRG INTERNATIONAL. LAST TWO FIRMS ARE REPRESENTATIVE COMPANIES  
WHICH ARE DISPLAYING EQUIPMENT FROM 8 DIFFERENT U.S.  
MANUFACTURERS.

3. IN VIEW OF GENERALLY DISAPPOINTING LEVEL OF IMMEDIATE SALES AT CHAMBER OF COMMERCE EXHIBITS THUS FAR THIS YEAR AND FACT THAT THIS SHOW IS TAKING PLACE IN MIDDLE OF MOSCOW SUMMER SEASON, EXPECTATION OF U.S. FIRMS' CIRCUIT VETERANS AT KHMIFARMINDUSTRIA ARE SUBDUED AND REPRESENTATIVES OF TWO LARGER COMPANIES INDICATED THEY WERE TAKING PART PRIMARILY TO SHOW CORPORATE FLAG. AS MOST U.S. EQUIPMENT HAS NOT BEEN PRESOLD, RESULTS OF THIS SHOW SHOULD GIVE AN INDICATION OF WHETHER FUNDS ARE BEING ALLOCATED FOR PURCHASES OFF-THE-FLOOR. ONLY ONE U.S. PARTICIPANT INDICATED THAT THE MAJORITY OF ITS FEATURED ITEMS (ABOUT 75 PERCENT) ALREADY HAD BUYER.

4. OVERALL ATTENDANCE AT OPENING LIMITED TO ABOUT 100. OPENING REMARKS WERE MADE BY FIRST DEPUTY MINISTER OF THE MEDICAL INDUSTRY, I.M. TUZHILKIN. ONLY NOTEWORTHY ASPECT OF TUZHILKIN'S SPEECH WAS TO REPEAT LINE USED AT OPENING OF LAST WEEK'S FAR LARGER RAILWAY SHOW THAT THIS EXHIBIT PROOF OF THE SOVIET GOVERNMENT CONTINUED EFFORTS TO CARRY OUT THE PROVISIONS OF HELSINKI ACCORDS.  
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## Message Attributes

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**Review Markings:**  
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